

Message Text

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PAGE 01 FRANKF 00626 250728Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 COME-00 /021 W
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UNCLAS FRANKFURT 0626

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: TWO-WAY LICENSING OPPORTUNITY:/JOINT VENTURE OPPORTUNITY
IN SECTORS OF GEARING AND TOOL MACHINERY

THYSSEN HENSCHEL, WEST GERMANY'S LEADING MANUFACTURER OF
COMPACT PLANETARY GEAR BOXES AND AXLE DRIVES, OFFERS TO
EXCHANGE LICENSES WITH LEADING U.S. MANUFACTURERS OF:
(1) GEAR UNITS (OPEN WORM, COMPANCT PLANETARY); (2) GEAR
SHIFTS; (3) HYDRAULIC PARTS/ (4) AXLE DRIVES WITH RUBBER
PAD COUPLINGS; AND (5) SOPHISTICATED TOOL MACHINERY.

THE GERMAN FIRM WILL ALSO CONSIDER ESTABLISHING A JOINT
VENTURE OPERATION IN THE UNITED STATES OR GERMANY AND/OR
DIRECT IN-PLANT INVESTMENT AND ACQUISITION IN THE U.S.
WITH AN INITIAL OUTLAY OF \$25 MILLION. THYSSEN HENSCHEL
WILL NEGOTIATE WITH SUITABLE U.S. MANUFACTURERS CONSIDERING
INITIAL ENTRY INTO EUROPEAN AND GERMAN MARKETS OR CONSIDERING
SHIFTING THEIR PRODUCTION FACILITIES (FOR POLITICAL
OR ECONOMIC REASONS) FROM EFTA OR OTHER EEC COUNTRIES
TO GERMANY. FURTHERMORE, THYSSEN HENSCHEL OFFERS THE
USE OF ITS KASSEL PLANT AND LABOR TO SUITABLE U.S.
MANUFACTURERS SEEKING TO OVERCOME STATESIDE PRODUCTION
BOTTLENECKS.

THYSSEN HENSCHEL, A JOINT STOCK COMPANY, WAS ESTABLISHED
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PAGE 02 FRANKF 00626 250728Z

IN 1810 AND IS A SUBSIDIARY OF THYSSEN INDUSTRIE A.G.,
ESSEN. THE FIRM IS A LEADING GERMAN MANUFACTURER OF
IRON AND STEEL CASTINGS, MACHINERY, MACHINE TOOLS, GEARS,
GEARS, DRIVES, ENGINES, LOCOMOTIVES, MILITARY TANKS, AND
VESSELS. IT EXPORTS WORLDWIDE, WITH EMPHASIS ON EEC,
EFTA, AND AFRICAN COUNTRIES. IT EMPLOYES 6,000 WORKERS
IN KASSEL AND REPORTS AN ANNUAL TURNOVER OF DM 600 MILLION.

A PREPRESENTATIVE OF THYSEN HENSCHEL WILL VISIT THE U.S.
IN LATE FEBRUARY OR EARLY MARCH TO DISCUSS OFFERS FROM
INTERESTED U.S. MANUFACTURERS. INTERESTED FIRM SHOULD
CORRESPOND DIRECTLY WITH:
HERR HANS-LUDWIG KEIM, DIRECTOR
MANAGER OF GEARING DIVISION THYSEN HENSCHEL
(PRODUKTBEREICH ANTRIEBSTECHNIK)
HENSCHELPLATZ 1
D-3500 KASSEL, WEST GERMANY
TELEPHONE: 0561-8016118LEHMANN

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